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THE NEGRO AND THE DOMESTIC PROBLEM

BY OSWALD GARRISON VILLARD

AN ADDRESS BEFORE THE NATIONAL NEGRO BUSINESS LEAGUE

I have been asked to restate here an opinion often expressed in private, that few forces would go further to allay the bitterness of the race problem in the South than the placing in every home there of a well-trained and conscientious Colored servant. Nothing has astonished me more on my trips to the South than the intense feeling with which the servant problem is discussed in the homes in which I visited. We have our domestic problem in the North as well. I have known of a good many modest New York and New Jersey homes in which the mistresses have run the whole gamut of Irish, Swedish, English, German, Norwegian and Colored help, only to begin all over again in despair. The problem, moreover, is not a new one. As far back as 1724 Daniel Defoe published his book entitled "The Great Law of Subordination Consider'd; or, the Insolence and Unufferable Behaviour of Servants in England Duly Inquired Into." But for the typography, this might have issued from a New Orleans press but yesterday. Defoe was certain that all the trouble "had its Beginning in the Insolence of the Servant," an opinion which is widely and mistakenly held in the South today. But the problem there is too serious to be joked about. Mr. Washington has

frequently dwelt upon the menace to the race which comes from having hundreds of idle Negroes in the cities when the farmers are crying out for aid in harvesting their crops. The similarly available but unwilling supply of household servants is also a genuine menace to the welfare of the Colored race. The northern housekeeper is at least spared the mortification of knowing that there are twenty-five or thirty women able to work for her who are unwilling to lift a finger. It is this state of affairs which gives the white mistresses a feeling of personal injury as of one shamefully wronged.

The work is there, and the pay is ready, but many Colored people simply will not avail themselves of their opportunities. They prefer to live in their dilapidated Negro quarters until driven to work by necessity. And then—so runs the all-too familiar tale—they come only to be wished away. They are dirty, slovenly, often impudent, habitually lazy and dishonest and unwilling to work steadily. Things disappear from the kitchen as if by magic. The basket that is toted home by the servant day after day is full of enough food to keep an idle family alive. Through it all one hears the complaint that the modern Negro is

a failure. The old household servant of slavery days, who was by no means unfamiliar with the lash and was not always considered perfect, is now almost deified. He is not only celebrated in song and story, but he is used to justify the whole institution of slavery. To hear people talk in Georgia or Virginia we might easily think that every slave was a Chesterfieldian butler or a mistress of the art of old-time Virginia cooking. Humorous as all this romancing is, I want to impress upon you the seriousness of the existing evil. There is a good deal of truth in the old saying that the quickest way to a man's heart is by way of his stomach, and it is true that the household which is inefficiently served is generally an unhappy one. The mistress is naturally worried, harassed, and often overworked as well as tired out, and the husband is by no means always in ignorance of the state of affairs in the kitchen. If this experience becomes a practically universal one, there is bound to result a dangerous prejudice against the servants. We have seen it in the North in connection with the Irish, whose monopoly of domestic service has only recently been disturbed by the invasion of Swedes and other foreigners; in the South it is the Negro who becomes the focus of irritation.

No one who wishes to understand this problem thoroughly should fail to read an article which appeared in the *Sewanee Review* of January, 1905, entitled "The Servant Problem in a Black Belt Village." The author is Professor Walter L. Fleming, and he writes generally in a whimsical and kindly tone. The village in question is Auburn, Alabama, twenty-five miles from Tuskegee. Professor Fleming classifies the Negro population into those who are industrious and do not go out to service; those who live by doing odd jobs and day work; those who never work unless forced to by hunger or cold, and those who work on the farms most of the time, but occasionally condescend to work as servants. There are no white servants, and the industrious Colored men prefer work as porters, drivers, wood-cutters, vis-

iting gardeners and common laborers to household service. There are plenty of Negro idlers. One lady, who possessed a lawn and garden, offered a group of twenty-two idle Negroes 50 cents a day and two meals to such of them as wanted work. Not one of these Negroes had any regular occupation or visible means of support, but not one of them would work, not even in the "hungry springtime." There are some good Colored washer-women as there are a few capable servants, but the majority are shiftless, work irregularly, and do not always remember the distinction between mine and thine. If the nurse girls are in a way faithful to their white charges, Professor Fleming yet declares that it is "about as much trouble to look after a nurse as to look after a baby," because they are reckless of the health of their charges, and frequently careless and negligent. It would be pretty hard to find a more discouraging picture than that which Professor Fleming draws, always without bitterness or rancour. What complicates the situation is the fact that the emigration of blacks from Auburn is about equal to the increase by birth. "The men usually go to Birmingham as miners, and the women go as servants to Birmingham and Memphis. In the cities they get higher wages and do much more work, but the Auburn servant will not do in Auburn, even for city wages, the amount of work required in the city. Yet Auburn servants are in demand in Birmingham and other neighboring cities, and Auburn people who think that the servant problem is a perplexing one hear from their Birmingham sisters that Auburn cooks are 'angels from heaven' when compared with native Birmingham blacks." Thus concludes Prof. Fleming. In my own experience I have heard precisely the same diagnosis, and the same complaints from my friends in Kentucky, in Virginia and in Georgia. Those of you who have looked into the facts will, I think, agree with me that I have not overstated them.

But to be absolutely fair we must point out that there is another side to

the picture. The blame for the existing friction between employers and employees rests upon both classes. The inefficient and incompetent housekeepers are by no means confined to New York city; they can be found south of Mason and Dixon's line, and so can, in larger numbers than in the North, the overbearing mistresses who feel that their Colored help is trash and do not conceal their feeling in the matter from those who serve them. No economic relationship between employers and employees can be a happy one, or even a satisfactory one, on which one side thoroughly despises the other, and insists upon rubbing in upon the lowly their inferiority. This is as true of the factory as it is of the home. Furthermore, it is a sad, but undeniable fact, that in far too many southern homes the Colored waitress or cook is not morally safe. The head of one of your best colleges gave this as an explanation for the migration of a number of his graduates, trained for household work, to New England states. I had protested against this when he asked me for a contribution to his school, and he gave me some facts which made it difficult for me to continue in my criticism. None the less it is an unhappy situation that his school, located near the Black Belt, supplies servants to Massachusetts.

Professor Fleming shows his desire to be fair by admitting that many Southern housekeepers are afraid to exact good service; that some are not as scrupulous as they ought to be in the payment of wages; that they have failed in Auburn—as elsewhere—to unite to stop certain abuses like the toting away of food, and the underhand luring away of desirable servants by envious white employers. But even he does not realize how much of the attitude of the slave driver remains in many southern homes. The white women of the ante-bellum days were accustomed to an absolute subordination and to an implicit obedience which they could exact because there stood behind them the overseer with his lash or the auctioneer with his threat of selling South.

No northern or western housekeeper has ever been placed in such a position of complete overlordship—or has ever attempted to achieve it without meeting with disastrous results. In the small interior towns of the east and west help and family have been on a footing of co-operation, not to say friendship, which is as different from the southern ideal as night from day. The relationship in the North has been deeply influenced by the fact that the daughter of a servant may be a school teacher and the son of a coachman an officer in the army of the United States. In the South—and here is where the rub comes—there is a positive belief and a sharp insistence that the servant class is destined to servitude for all time; that it is inferior by reason of the skin-color given to it by the inscrutable destiny which controls the world, and that it ought not to assume any other manners or expect any other treatment than that characteristic of hopeless inferiors whose social position is fixed by iron bands of caste and prejudice.

Before proceeding to make any suggestions as to remedies let me record here in terms that no one can misunderstand my hearty dissent from any such position. Do not for a moment think that this is a plea for the submission of your race to any such doctrine, or that it is an appeal to your people to fit themselves for permanent subordination. I do not believe that a Divine Providence has designated the Colored people to be forever hewers of wood and drawers of water. If I did I should promptly declare that that Providence did not know its own business. No man or set of men ever successfully set metes and bounds to the human soul; no man or set of men could fix, or ever has fixed, the position of another race or class of men. The ancient Greeks thought that their slaves, their helots, were forever to be the scum of the earth; the modern Greeks know no such class distinctions. The Russian aristocracy thought that it knew by divine inspiration just what a lowly social stratum their serfs were for-

ever to occupy. A single command of the Czar destroyed the fabric of their fancy. The American slaveholders of 1850 would have locked up as a lunatic any man who dared prophesy that the Negro race forty years after emergence from slavery could produce an orator like Washington or a scholar like DuBois or a poet like Dunbar. He who ventures like so many of our southern editors to fix for once and all the position of the Negro race writes himself down as pitifully ignorant of the teachings of history, as he is daring in prescribing just what Providence shall or shall not do a hundred years or two hundred years hence. He declares in so many words that he is wilfully blind to the astounding upward progress of the Negro race these last four decades in the face of great obstacles and disheartening hindrances.

But since more than 80 percent of the Colored women are for the present engaged in household service of one kind or another, and a large proportion of the Colored men as well, I do urge upon you that the race should see in this service one of its greatest opportunities of the present time. It is dignified and honorable labor, quite as honorable as steering a plow or using a hoe or driving a cart, and every whit as necessary. If the Colored woman does not go out to service, but has a home of her own she needs a knowledge of housewifery quite as much, if not more. Nothing can lower family life more quickly than to have the home-mother a shiftless slattern, too ignorant to place well cooked food on the table and too spendthrift to make every dollar of the household count. The head of the house may be a competent clerk or a useful storekeeper, but if his house is not marked by cleanliness, clean-living and efficiency his family will be more likely to sink in the social scale than to rise. It is therefore in the interests of your own race that I would impress upon you business men the supreme need of household training for the mass of Colored women of this country. I would not close a single high school, and I would give millions

If I could to the Colored universities, that the Colored girl student might have as excellent opportunities as her white sisters at Bryn Mawr and Smith. But while an increasing number of skilled teachers for the race will be turned out at Fisk and Atlanta and elsewhere, the crying economic need of the hour is the skilled cook, the skilled waitress, and the skilled matron. There was a time when men the world over failed to realize, and there are still some dullards who will not see, that the housekeeper is quite as much a laborer as the husband who brings home his weekly wage. The only difference is that the woman is not paid in cash. Now this puts the whole question, so far as the Negro home is concerned upon an absolutely business basis. As business men you know that the best labor is efficient labor, and that the best methods are the cheapest. The Negro race wishes to get ahead, to earn money that it may be in a position of power where it can dictate or acquire a better social condition than it now possesses. What could help this laudable ambition more than capable housekeepers, stopping waste here, saving there, bettering at this point, making a small salary achieve comfort, training the children well, and stimulating their husbands to their best in order to be worthy of an efficient and pure home? Reckoned in dollars and cents, trained housekeepers would pay enormously. Reckoned in higher terms, the influence of even five thousand capable housewives would be beyond price.

One of your own leaders, Professor Hugh M. Browne has put it well when he says: "Happy will be the day for us if we shall become the preferred laborer in all classes of unskilled trade. To play by note the simple exercises of the beginners' book is a far greater achievement than to play by ear the popular song of the day. I have always believed that which these statistics show to be true, viz., that as fast as we receive as common laborers the plaudit, 'well done,' just so fast will we receive invitations from employers of skilled labor to come up

higher. It is he who has been faithful over a few things whom both God and man make ruler over many things."

And let me remind you that as only those make good commanders who have themselves served in the ranks, only those women can be good managers of homes who have themselves learned the business of keeping a home well. No one finds out more quickly than the servant whether the master or mistress is competent to direct, by reason either of knowledge or experience. Hundreds of Negro homes are annually being included in the category of those who employ servants. Ought not the mistresses of these homes to be able to set a worthy example? This is the belief in regard to white women, as is demonstrated by the introduction in recent years of domestic science courses at many colleges open to women, and the household studies of many of our women's clubs.

In the home of the Southern white I cannot think of anything that would more quickly raise the Negro race in the white man's opinion than honest and efficient domestic service. It is in human nature to respect the man or woman who is master of his or her trade or art. It is an involuntary tribute that we pay, and one that cannot be repressed even on the lips of ignorant prejudice. The most successful southern Colored farmer I know is as respected in his community as any one else. He has the suffrage, his rights as a tax payer are sacredly guarded, and no one would think of advocating a public improvement without his consent. He started with nothing, when the shackles were struck from his limbs; he is today the wealthiest farmer in a radius of some miles. He has won the respect and liking of his white neighbors because he was efficient, businesslike and stuck to his own affairs. What is true of that community is true of the average southern home. I was the guest of a millionaire southern banker once who assured me with all sincerity that the Negro never could or never ought to be anything else than

a servant or a laborer. Yet the tears came into his eyes when he told of the wonderful tact and ability and skill of his old Negro mammy who had nursed or served five generations of his family before dying near the century mark. When she died, he and his children and grandchildren wept over her as over a member of his own exclusive family, and he had a stand-up fight with the trustees of the best cemetery of his town because they tried to enforce against him the rule that only white people should be buried there.

Is not the Colored race recreant to its duty if it fails to produce thousands of mammies like this? Is not such a servant one of the best possible intermediaries or missionaries between the races? Is not her efficiency of a cash as well as a sentimental value to the race, as long as her white friends are alive? Did she not appreciate the whites about her, and did not they love her? I could multiply cases like this. I could tell, for instance, of a young college president who said to me himself that he would as soon fail to kiss his mother as to fail to embrace his mammy when he returned home on his college vacations. But my point must be clear by this time. I repeat, could we but place in every southern home a well-trained and respectful Colored servant the relations of the races would be changed overnight. They would not be as you and I would like them even then. But some of those hateful adjectives so steadily hitched to the words 'Negro servant,' such as lazy, dishonest, dirty, incapable, ignorant, would be laid off for a rest. And the worst Negro-hater would be unable to charge, as he does now, that the Negro is hopelessly inefficient and therefore economically destined to be merely a drudge and a hopelessly poor one at that.

For one thing, we should not only have a revolution in the homes of the Colored people overnight with the influx of this imaginary swarm of practically perfect servants, but these same servants would speedily find other and always broader opportunities. It has often been said by Amer-

ican travelers—oftener in previous years than today—that one of the most civilizing happenings imaginable in this country would be the importation of about 10,000 Swiss hotel keepers and their wives and their distribution over this whole country. In our large cities the art of keeping a good hotel has been fairly well learned. If any one doubts this let him look back and compare conditions in 1860 with those of today. But the inn has never been transplanted to these shores, nor the country tavern in which a man may get a simple meal, well cooked and well served. The South is still in the matter of hotels a land of barbarians. It needs them as its poor whites and Colored people need cooking teachers to keep them from living only on hog meat and potatoes when they have the fullness of the earth to draw upon if they but knew how. Why should not the Colored people become the inn keepers of America? Is the idea wholly fanciful? Have the daughters of those famed mammies of old not sufficient of their parents' aptitude and executive ability to make themselves mistresses of housekeeping, if the way be only shown to them? We could guarantee one thing: it would take a stronger race prejudice than exists today to keep men and women out of appetizing and attractive restaurants, merely because the boniface who looked after his white customers was of a dark skin.

What it comes down to after all is a question of efficiency, of being able to do something and do it well. That is the only requisite for advancement in this republic. Let a boy, white or black, be ever so friendless, he can achieve success if only he can do something as well as most people. And if he can do it a little better than anybody else he is well on the road to fame and fortune. Our Anglo-Saxon races which are so vain-gloriously proud of their superiority, not merely to the Negro, but to the Spaniard, the Italian, the Frenchman, the Russian, the Chinaman—and until recently, the Japanese—owe their prestige to their industrial and military efficiency. It

is this test of efficiency by which the Negroes are being measured today, prematurely, if you please, and without due allowances for the dread legacies of centuries of involuntary servitude. By their labor and its character they must rise or fall. And mention of the Japanese recalls the fact that hundreds of the men of this race, of good family and excellent education, have come to this country and accepted positions as butlers and valets, stewards on yachts and men-of-war, in order to learn our language and customs. Some of these men have been to my knowledge graduates of their own universities—even men of title. Yet they have seen nothing degrading in making beds, opening front doors, waiting on the table, in order to obtain money for a course at Harvard or Yale or elsewhere. They have given us an admirable illustration of the way any form of menial labor can be dignified if approached in the right spirit. Their desire to get ahead, to profit by the learning of western peoples and improve upon it, has now placed them in the first rank of nations.

A similar rise in the respect of white people is possible for the Negroes in this country, even if they do not constitute a separate nation, but only part of one, and have to contend with hindrances of all kinds. They have but to adopt Japanese standards of living and of efficient activity. One of the very first steps is to rival the Japanese and Chinese in their acknowledged superiority as servants. After mastering this field beyond dispute, while also entering higher and better paid spheres of activity, the general advance upon the professions and other skilled industries will be far more rapid than is the case today. So I ask each and every one of you on your return home to preach, in season and out of season, the necessity of carrying well this first battle-ground, that the conquest of others may be easier. Hampton, Tuskegee, the Georgia Industrial school, Kowaliga, Manassas and a host of other small schools are endeavoring to blaze the way, and have had much assistance from whites and blacks, but only

a portion of what they deserve. Finally let me assure you that in this undertaking you will have the sympathy of the best and broadest southern white men and women. As proof of this, let me cite to you these admirable words of a southern white clergyman, the Rev. H. S. Bradley, preaching through the columns of the Atlanta Constitution:

"The fine spirit of the old slave and black mammy, at whose breast many of us nursed, is not wholly dead, and it can be brought to ascendancy again. I can recall that within the last ten years I felt a sense of perfect security in leaving wife and mother in a little village when Peter Hayes, Jack Shields or Josh Hendricks sat guard on my doorstep.

"It should be our effort and our pleasure to make the whole race as good, as honorable, and as trustworthy as these. We should not stop even there, but should seek to bring them to a degree of social purity, civil integrity, intellectual merit and moral worth and stamina equal to the finest Anglo-Saxon gentleman that ever lived. To set before one's self a lower ideal than that for any race, whether Malay, Mongolian or Negro, is to refuse the plainest application of Jesus Christ's doctrine of the Fatherhood of God and the Brotherhood of Man.

"If the Master could stoop to rescue Mary Magdalene from a life of shame, cannot his southern disciple reach out a fraternal hand to his needy brother in black?"

AFTER FORTY YEARS OF FREEDOM

BY GILSON WILLETS

COURTESY OF THE CHRISTIAN HERALD OF NEW YORK

There was held last month in New York City a unique gathering, and one of which all patriotic citizens were justly proud. It was the annual convention of the leading Colored business men of the country, both North and South. It was difficult to believe that the parents of these alert and practical business men were, fifty years ago, ranked as personal property. Throughout the convention the prevailing idea was that the Colored people had found the solution of their main difficulties by proving to the white people that they were good workmen, could be good men of business, and in consequence, good citizens.

A brief summary of the mere figures shows that Negroes now own church property to the value of nearly forty millions; farms numbering over 140,000, with a value of nearly half a billion; homes valued at \$350,000,000; per-

sonal property worth nearly \$200,000,000; and libraries with a total of over 300,000 volumes, valued at \$400,000,000. There are over 800 Negro physicians, and nearly 600 Negro lawyers, and hundreds of Negro ministers. Many banks are conducted entirely by Negroes; a score or more of magazines are edited and published by Negroes; a number of books have been written by Negroes; and over 500 newspapers are under Negro management. Since the war, the Negroes themselves have raised over \$10,000,000 for their own education, and they have 160 institutions for the higher education of their race. Out of a total Negro population of 8,000,000, they have about 2,000,000 in the common schools; 40,000 students in higher institutions; 20,000 students learning trades; over 6000 students pursuing classical, scientific and business courses; and over 30,000 teachers.

"You must remember," writes a Negro physician and druggist, of Charleston, S. C., "that business qualifications among us are not hereditary. In the business field the Negro has from the



DR. BOOKER T. WASHINGTON.

start labored under disadvantages. First, he was without special training, such training being impossible on account of the prejudice against him among white business men. He was ignorant of his stock of goods and the best methods of disposing of it, or where to buy to the best advantage. Rebates and discounts were to him unknown quantities. Second, lack of capital. Most Negroes who have acquired wealth are loath to invest it in a business venture, the management of which is in the hands of Negroes who are without training in that particular business. This makes stock companies of Negroes rare, though several of my race have acquired independent fortunes as financiers. Third, prejudice against Negroes. While this militates against us, I am happy to say it is gradually dying out. I mean that white people are more and more patronizing places of business run by Negroes. Under these conditions, it is obvious that success comes to a Negro in business only after a much harder struggle than that which confronts the white man. The colleges are now turning out many Negro graduates who are ambitious to enter business life,

and with these recruits well equipped intellectually, the race will make a much better showing in industries and in trades."

A glimpse of some of the successful Negroes of this country, individually, reveals some interesting personalities, and some striking examples of the Negro's capabilities in bettering his condition. In Boston, for example, is a Negro owner of a large tailoring establishment, J. H. Lewis. He employs thirty men, and all reports show that he is a substantial and worthy citizen. Then there is Charles Banks, cashier of a Negro bank at Mound Bayou, Miss., with clearings amounting during some months to \$200,000. Mr. Banks was a delegate to the National Convention at Chicago from his congressional district. The city in which he is a leading citizen was itself colonized by a Negro, thus forming a town composed of Negroes owning over 12,000 acres of land and doing a business among them of over \$50,000 a year. The Mound Bayou Bank is the second bank organized by Negroes in Mississippi, the other being at Vicks-



MR. EMMETT J. SCOTT.

burg. The only Colored man in the United States who has succeeded as an exporter of lumber is W. H. Johnson, of Bainbridge, Va. Mr. Johnson conducts a large export walnut log business between this country and Germany. His story is a most interest-

ing illustration of the versatility of the Colored man. After losing several large fortunes in learning his business, he has at last succeeded in establishing a well paying enterprise, and has



PROFESSOR W. H. HOLTZCLAW.

high standing on both sides of the Atlantic. Another shining example of Negro achievement in the South is that of Lewis Winter, of Nashville, an old man, who employs some thirty persons in a large produce business, and who shipped \$50,000 worth of produce to the North in the first six months of last year. Winter rose from slavery to be one of the leading produce deal-



M. W. PANELL, M. D.

ers of Nashville. He was the first American to land American produce in Cuba.

There is a Colored man in New Orleans who does an annual business of \$25,000 in the manufacture of springs and mattresses. This is Z. T. Evans. He started in business some years ago with ninety dollars capital. He employs both white and black hands, has

his own engine and power, and is recognized as one of the substantial business men of the Crescent City. In Louisiana, too, a Negro plantation owner raises some 700,000 pounds of sugar yearly.

One former member of the school board of Brooklyn, is a Negro named S. R. Scottron, whose business is the manufacture of household wares of



MRS. E. C. BERRY.

onyx and agate. One of the wealthiest Colored men in the country is Samuel Diggs, a junk dealer of Kansas City. A Negro named Junius B. Groves has the significant title of the "Black White Potato King." One of the most distinguished of the young orators of the Negro race is the Hon. W. H. Lewis,



PROFESSOR T. H. SHORTS.

a Harvard graduate. In Jacksonville, Fla., the Negro citizens built a street car line of their own, patronized wholly, I believe, by Colored people. Their leader was R. R. Robinson, a Negro. In regard to business in connection with churches, Rev. W. D. Chappelle,

of Nashville, Tenn., Secretary of the African Methodist Sunday School Union says: "When we started in business here for the African Methodist church a few years ago, we had no



MR. F. D. PATTERSON.

machinery, and all our work was done by our white friends of the Methodist church, South. Now we are doing that work ourselves, and our receipts for one year were \$35,000."

Let us see what the Negro has accomplished in certain localities. The city having the largest Negro population is Washington, where Colored so-



HON. R. L. SMITH.

cietry includes poets, authors, teachers, composers, musicians and government clerks. Alluding to the prosperity of a certain class of Washington Negroes, Mr. I. K. Friedman, author of *By Bread Alone*, has written:

"If you are still doubtful of the capabilities and possibilities of the Colored race, visit the Colored high school. Spend an hour in conversation with its cultured teachers, inspect the

work of the classrooms and laboratories, listen to the recitations in the sciences, in the languages and English literature, inspect the artistic drawings, watch the faces of the young men and women beaming with intelligence, surcharged with interest in their studies; note the perfect deportment—do these things in a spirit that knows no prejudice, and you must leave the building with the feeling that the powers of education have no limit."



MR. CHARLES ALEXANDER.

Negroes of Philadelphia include one worth \$300,000, a caterer worth \$250,000, and a well-to-do stockbroker. In some parts of Virginia the Negroes own one twenty-sixth of the total real estate, exclusive of holdings in towns. In Louisville, Ky., Negroes have two drug stores, two millinery establish-



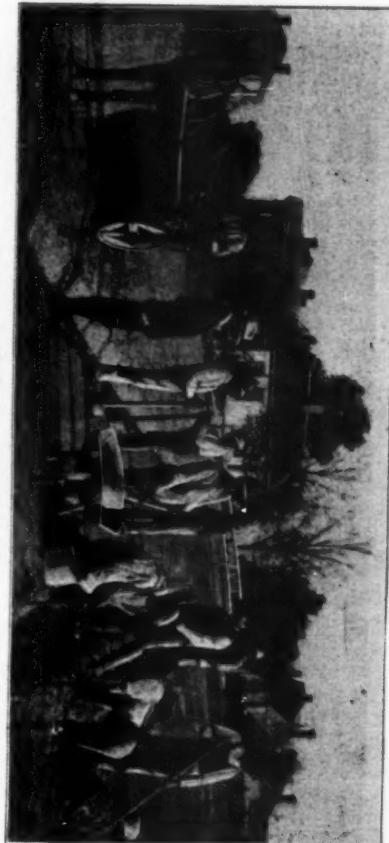
MR. E. C. BERRY.

ments, five printing offices, six feed stores, seven groceries, five tailors, six undertakers, two butchers, three insurance companies, two machine

shops, two gentleman's furnishing stores, and many churches. The Negroes also have here a medical college and the state university, which is the pride of the Negroes of Kentucky. In Georgia Negroes pay taxes on over a million acres of land, and upon an

gro population of 50,000 in New York City. Their financial institutions include the Afro-American Investment and Building Company and the Mercantile Realty Company, both of which help their Negro members to purchase homes. One Negro recently sold his

ROAD BUILDING UNDER THE SUPERVISION OF COLORED ENGINEERS.



entire property aggregating \$16,000,000. All these figures are significant of the fact that the Negroes of this country are accumulating property, acquiring homes, and prospering in business.

In this connection, just a word about the business enterprises among a Ne-

gro population of 50,000 in New York City. Their financial institutions include the Afro-American Investment and Building Company and the Mercantile Realty Company, both of which help their Negro members to purchase homes. One Negro recently sold his

property holdings on Seventh avenue for \$85,000. The Negroes here have eight printing offices and two large livery stables, one of these, owned by Roger Taylor, doing a business of \$40,000 a year.

Many of the large office buildings are cleaned by a Negro firm of house

cleaners. There are twenty doctors, two dentists, and over twenty lawyers, a newspaper called *The Age*, and a monthly magazine.

Tell property owned by the Negroes of the city is valued at \$2,000,000, exclusive of church property. Negro ministers are doing their part in uplifting the race. They have great influence among their people, and the members of their congregations look up to them for guidance in temporal matters, as well as spiritual.

A few details relating to certain fields of work in which Negroes have been peculiarly successful, are in order here. Take the publishing business, for example. Of the hundreds of news-

company, E. T. Johnson, writes: "Twenty men, prominent in various churches, met and put together their money, thus laying the foundation of the leading Negro financial organization of the state, the Richmond Beneficial Insurance Society, doing business among Colored people. The Colored people have a horror of poverty in the day of sickness and death. Hence it is not surprising that we issued more than 85,000 certificates of membership up to the beginning of the present year. The organization has carried sunshine and happiness into the homes of thousands. Many a family has been saved the humiliation of asking assistance from others. The state has been



DIRECTORS OF A NEGRO BANK IN THE SOUTH.

papers started by Negroes, very few were intended to serve as stepping-stones to fortune. Nearly all were started with loyal motives. Many of the Negro papers now have much influence among the race, especially papers like the Indianapolis Freeman, the Dallas Express, the New York Age, the Birmingham Free Speech. In Boston is published Alexander's Magazine, edited and owned by Charles Alexander, a Colored man, who says: "My magazine teaches optimism. It selects the best examples of race development as a means of inspiration to others."

Many Negroes have achieved notable success in the insurance business. One of the foremost of the Negro insurance companies has its headquarters at Richmond, Va. The president of this

saved thousands of dollars in expenditures for charities, annually, by this and similar companies. We employ more than 400 young men of the race in our various offices."

"In banking, several Negroes have risen to important positions," says T. H. Shorts, president of the Bank of the Galilean Fishermen, of Hampton, Va. "Our bank now owns its own property, with burglar and fire-proof vaults. The bank property is worth \$20,000; the insurance department has had a wonderful growth, and the bank itself has an authorized capital of \$100,000. The total value of all our property in Hampton is \$35,000."

Agriculture, of course, claims the largest number of successful Negroes; for, as tillers of the soil, Negroes are at

their best. A prominent Negro farmer in the South is R. L. Smith, of Paris, Texas, who organized the Farmers Improvement Society, its objects being the abolition of the credit system, better methods of farming, co-operation in buying and selling, care for the helpless, and ownership of homes. Mr. Smith writes: "We have a membership of 4000, who pay taxes on a mil-

at Hampton—was given the post. In a shanty, on the Fourth of July, 1881, with thirty pupils, he founded the Tuskegee Institute. Even while he addressed his pupils, the condition of the "institute" building was such that he had to hold an umbrella over his head as a protection against the inpouring rain. The next day he mailed a letter to General Armstrong, of the Hampton



STAFF OF A NEGRO INSURANCE OFFICE.

lion dollars worth of property. The organization has just bought sixty-three acres of land, as a site for an agricultural school for young Negroes. We urge the discussion of agricultural questions, and have now some 200 branches in Texas. All other farmers' movements, both white and Colored in this state, have grown out of this one. The attitude of the whites towards the movement has always been cordial and helpful." Mr. Smith has represented his county in the Legislature of Texas in two terms and is now a deputy U. S. marshal.

Among Negroes who are tradesmen or storekeepers, a favorite business is that of the druggist. There are over sixty Negro druggists in the country, perhaps many more than that—owning stores worth from \$600 to \$5000.

Of all those who are helping the Negro to attain wealth and position, the greatest is Booker T. Washington. One little story of how he founded the Tuskegee Institute is of interest here. A call for a teacher came from Tuskegee, Alabama. Washington—who was then

school, asking a loan of \$500 for a new building. The General responded with a check, and Washington and his pupils determined to build the building

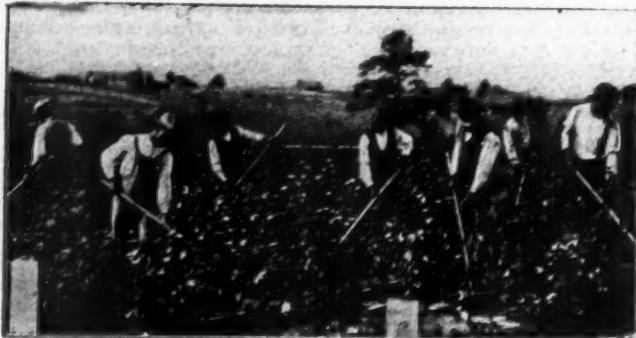


A NEGRO INVENTOR.

themselves. They even made their own bricks. But when it came to burning the bricks they had to stop—no one knew how to fire a kiln. They could not spare a cent of their \$500 for

labor, yet they had to burn the bricks. Washington owned a gold watch, a prize won at Hampton. He pawned it, and with the money thus obtained, hired experienced workmen to fire the kiln. The property of the institute now includes 2500 acres of land and ninety-eight buildings, large and small

of the country, representing nearly every line of business in which the white man is engaged, is an indication of growth which is more potential and helpful than much abstract argument. The race that can produce such an assembly of men and women, after only 40 years of freedom, is one to



SCIENTIFIC FARMING BY COLORED MEN.

where more than 1000 Colored young men and women are receiving an education under the direction of nearly 100 teachers.

At a meeting of the National Negro Business League, Dr. Washington said: "The fact that there can assemble in this beautiful state capitol building, in Nashville, hundreds of Colored men and women, from all parts

be proud of. We shall succeed in winning our way into the confidence and esteem of the American people just in proportion as we show ourselves valuable to the community in which we live, in all the common industries, in commerce, in the welfare of the state, and in the manifestations of the highest character."

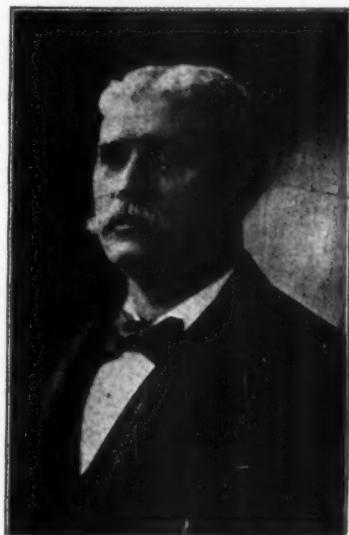
GILSON WILLETS.

GEORGE H. MOORE.

Rep. George H. Moore represents in part that hot political battleground known as Ward 10 in the city of Boston. This is his second year as a member of the lower branch. He is essentially a business man and possesses the sound sense that characterizes successful business men. Last year he served on the committee on cities and was retained on this committee by Speaker Frothingham this year. He has given much study to municipal questions and is entirely conversant with the problems that affect cities and especially the city of Boston. He served as a member of

the Boston common council in 1899. Representative Moore was born in Lempster, N. H., in 1844, and was educated in the public schools. He has devoted himself for many years to real estate matters. He enlisted May 1, 1861, in Co. E, First New Hampshire Volunteers, for three months, and served at Harper's Ferry, Va.

Few committees have had more vital matters to dispose of in the last few years than the committee on cities. This was especially true a year ago when the distinction was sharply drawn between what were termed the conservative members of that body and those who were not conservative.



REP. GEORGE H. MOORE.

Rep. Moore was entitled to be classed with the former, and this undoubtedly explains the fact that the speaker of the house maintained him on the committee for the present session. The representative has been able to accomplish much for his district, and has also manifested a willingness and

a readiness to discuss and dispose of matters affecting the city of Boston in the manner best calculated to subserve the interests of that city, aside from petty political considerations.

Every loyal Colored Republican will give Rep. Moore the kind of support he deserves. He is always a friend, a devoted friend of the race.

ST. MONICA'S HOME.

In the middle of the last century there was a movement in Boston which inaugurated the greatest civil war in history. A modest homestead in Roxbury was the very heart and centre of this movement. This old mansion—the Garrison homestead—has now come to be the shelter, in sickness or want, of many of the race whose freedom was the outcome of the great war. When the last Garrison owner was obliged to dispose of the property, several years ago, it was bought by an association of Colored people, with the idea of preserving it as a memorial of William Lloyd Garrison, the friend and champion of their

race. But it was finally found necessary to resell it; and greatly to the satisfaction of its temporary owners as well as of the Sisters of St. Margaret's, who had long been carrying on St. Monica's Home for sick Colored women and children at 45 Joy street, the transfer was accomplished and the beautiful old homestead, henceforth to be known as St. Monica's Home, put to a use which would surely have rejoiced the hearts of Mr. and Mrs. Garrison and their associates. Necessary repairs and alterations were made and the place put into shape for hospital uses. The Garrison Ward—the former drawing room—is a fine large apartment to the left. The walls are lined with representations of the

champions of the Colored race, conspicuous amongst them being portraits of Mr. and Mrs. William Lloyd Garrison. Mrs. Garrison is very lovely to look upon. There is an inscription beneath her portrait which will bear repetition:

"Her home was the shrine of her affections, the heaven of her happiness, and from it she rarely absented

herself except on errands of mercy to the poor and needy; and what it was to herself she made to all her family, full and overflowing."

Beneath her husband's portrait is inscribed his memorable saying:

"My country is the world. My countrymen are all mankind!"—The Transcript.

PRESIDENT ROOSEVELT'S VISIT AT TUSKEGEE.

BY JENNIE CECIL WOOD.

(Written for Alexander's Magazine.)

There is always something friendly in a Southern sky. On the whole it is the kindest element the colored native in these parts is likely to meet. Tuesday, October 24, in particular, was beautiful and benign. And that is a fact worth recording, for Tuesday, October 24, 1905, was a memorable day in the history of the colored people generally, of Tuskegee, and of the South in particular. On that day Theodore Roosevelt, President of the United States visited us here.

For three days before this long expected visit, we did not pray, but we looked hard at the horizon, and tried to compell the skies with thought. For three days we looked out each morning to find the big vault of heaven bare and blue and motionless. The very atmosphere hereabouts seemed, in the empty sky, tense and quivering with expectancy. The fourth day, the 24th, dawned clear, with just one golden fleck on the eastern edge of the horizon.

Did the skies really bend to our cloud-compelling thoughts! It would be scientific heresy to say it, but it seemed so. At any rate, it did not rain, and that is the main thing. For if it had rained, President Roosevelt would not have seen Tuskegee, as he did see it, and he probably would not have said, what he did say, beyond

what he had prepared to say, (in Washington.) You will not perhaps find it in the published report, but this is what he said in regard to the school and Mr. Washington, at the beginning of his speech:

"Mr. Washington, it is a liberal education just to come here and see this great force of civilization. Now I had read a great deal of your work. I believe in it with all my heart. I would not call myself a good American if I did not. I was prepared to see what would impress me, but I had no idea that I would be so deeply impressed, so deeply pleased as I have been. I did not realize the extent of your work. I did not realize how much you were doing.

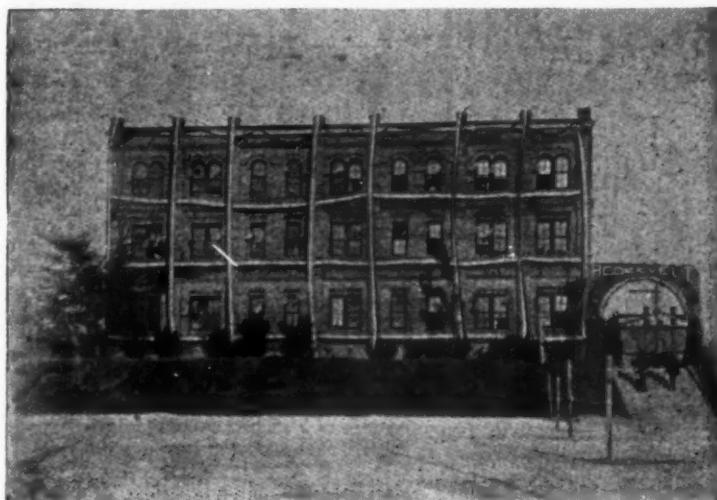
"I wish I had the time, not merely to go around and see the factories, but to see the finished products outside. I would like to go around and see the homes that are being built up by those who leave this institution. I would like to see the effect, in actual life, of the training here, and I do wish that some man with the gift of description would come here, and go from here and visit the graduates in their homes and see what they are doing, and describe it all. I think there could not be anything better than that, to show what is being done. And I say, Mr. Washington, while I have always stood

for this institution, now that I have seen it, and realize as I never had realized by the descriptions of it, all that it means, I will stand for it more than ever."

There were other things in Mr. Roosevelt's speech more important and less personal than this. But it is just this direct and personal way of putting things, this breaking over the lines and going out to grasp the hand of the man he likes and believes in,—that makes us believe that Democracy, the Democracy of the Square Deal, is possible even in America.

At Tuskegee he conferred two distinctions, one upon a colored man and the other upon a white man. The words in which he honored Mr. Washington, I have already given you. The other man, upon whom, in his own striking and original way, he bestowed the order and title of Good Citizenship, was Judge Thomas G. Jones, the U. S. District Judge, under whom the peonage cases were prosecuted.

If this incident had been planned it did not appear so. It seemed as natural and appropriate as it was unex-



View of Entrance to Grounds, Showing Roosevelt Arch, Made of Potatoes, and "Tuskegee Inst." Planted in Coleus on Lawn of Cassedy Hall.

Have you noticed that our President, who is not allowed, under the constitution to confer titles, has invented his own peculiar method of conferring distinctions?

A year or two ago he discovered a rather obscure Lutheran minister in Paris by the name of Charles Wagner and made him famous by calling attention to his book, "The Simple Life." Only a few weeks ago he discovered a struggling young poet, Edward Arlington Robinson, and made him known to the world by writing about him in the *Outlook*.

pected and dramatic, that in the course of his speech Mr. Roosevelt should turn from the audience to Judge Jones, who sat almost behind him, and say in his earnest and emphatic way:

"Judge Jones, the colored citizens of this country owe you a debt that they can not sufficiently repay for the inflexible courage with which you have stood for them in the protection of their rights since you have been on the bench.

"But," he added, "great as is the debt of the colored man toward you, the debt of the white man is greater.

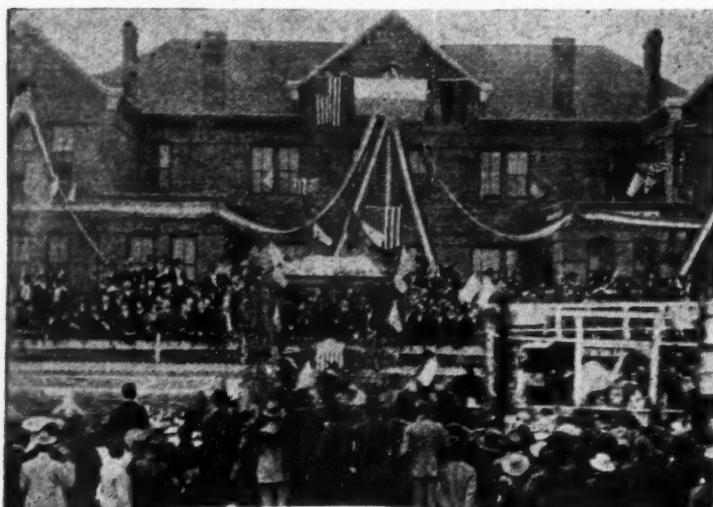
No man more than you has exercised a potent force for that kind of applied righteousness which tells in the end for the safety, for the welfare, for the material and spiritual uplift of every man in this country, white man even more than black man."

Somehow we all felt when he had finished that no formal title, no badge of honor, could confer more distinction on any man than those few words and that simple action of the President of the United States in turning aside

any particular occasion, and that is one of his most charming traits. For, although you can never know just what he is going to say or do, you can always be pretty certain that in the end you are going to be pleasantly rather than disagreeably surprised.

This is real greatness!

What Mr. Roosevelt saw at Tuskegee in the nine minutes which his schedule allotted to him here, it would be difficult to tell. In all the arrangements in his honor there was one dis-



President's Stand, in Front of Administration Building, Showing President

in this public but informal way, to call attention to these two men who have deserved well of their country.

Life is more interesting and exciting in a land where the chief ruler does something unexpected every now and then. I always did wish that I might have lived in the days of the famous Caliph of Bagdad, who, all in the way of righting the wrongs and correcting the evils under which his people suffered, went about surprising them in all sorts of interesting and diverting ways.

Perhaps Mr. Roosevelt has taken lessons in the school of the noted Haroun el Raschid. At any rate, he certainly keeps us guessing. One can never tell just what he is going to do or say on

tinct end and purpose in view, namely, to let the President see, in the time allotted, just as much of the actual workings of the school as it was possible for him to see.

To achieve this the school was put, practically, upon wheels. A sort of moving panorama, with living pictures showing all the departments of the school in actual operation, was put on wheels and whirled past the President's stand by galloping mule teams.

There were seventy different floats in the procession, representing every department of work in the schools, from architecture to butter-making.

The Experimental Station, for instance, was represented by girls and boys ginning and baling cotton, others

engaged in breeding cotton and still others at work analyzing soils and plants. Another float showed students making butter after the old and the new styles, running a separator, bottling milk and so forth.

Wagons containing potatoes, corn, different varieties of hay and fodder; still others with all the varieties of farm produce made a part of the Agricultural Division's exhibit.

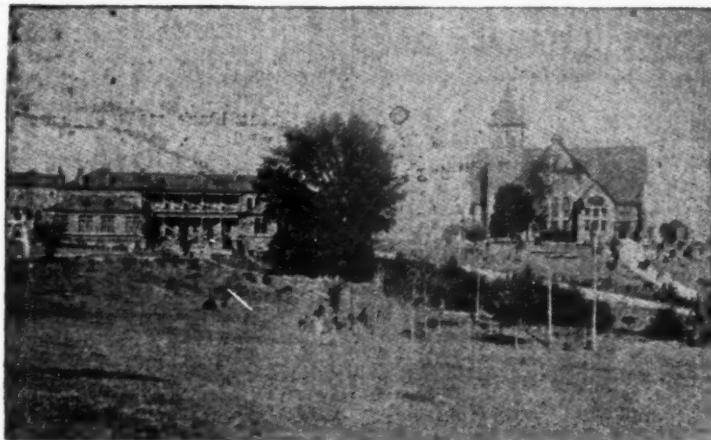
The girls' industries were represented by basket-making, millinery, cook-

Tinsmithing: Boys at work with machinery, forming stove pipe, soldering. Display of tin ware made by the students.

Harness division: Boys cutting out harness, stitching, finishing and cleaning same. Display of buggy and wagon harness made by students.

Carriage Trimming: Trimming buggy tops; sewing buggy curtains. Boys at work. Samples of leather trimming and cloth in the decorations.

Painting division: Boys at work



View of Chapel Hill, Showing Rear View of Girls' Industrial Building, Decorated With Bunting, etc.

ing, mattress-making and housekeeping—all showing the school in actual operation. Then followed the Academic department with 12 floats and the Mechanical department with 21 floats.

Perhaps no description will give so accurate an idea of this really remarkable parade as the bare mention of the items in the exhibit of a single department, the department of Mechanics.

Log wagon loaded with logs from the school woods. Boys with cant hooks.

Blacksmith division: heating forge, drill press, thread cutter in operation. Boys heating, forging and bending tire.

Wheelwright division: boys at work wheel building, body making, gear and implement making. Exhibition of vehicles and implements, made by students.

painting and striping. Painting furniture.

Tailoring division: Boys at work pressing, cutting, hand sewing; girl using sewing machine. Forms on float dressed with work of the students.

Shoemaking: Boys making shoes, repairing, cutting out and fitting uppers. Boy at machine making uppers. Display of specimens of the work by students.

Electrical division: Boys on poles fastening wires to cross arms. Steam engine, electrical dynamo and switch board in operation. Lamps burning.

Carpentry division: Boys at work building window frames.

Cabinet making: Boys building furniture.

Wood-turning: Boys operating wood

turning lathe, gumming a saw, and sharpening a saw. Columns, etc., made in the school shop.

Machine division: All machinery shown on this float made by students. Drill press, engine, machine vises, in operation. Boys manipulating the machines. Steam boiler with hose connection following.

Foundry division: Boys at work. Bench and floor moulders.

Steam Fitting and Plumbing: Boys at work fitting valves and unions for steam pipe. Exhibition of students' work.

Printing division: Boys at work setting type, imposing "forms," operating a printing press and stapling machine, binding books.

Brickmasonry and Plastering: Boys doing progressive work; building piers, turning arches; showing three steps in plastering. Finished arches built by students.

Floriculture: Girls and boys making special designs; putting in cuttings; preparing soil; potting plants and training plants.

Mechanical Drawing: Students measuring a slide valve vertical engine and making the actual working drawing of same. Exhibition of work done by students.

Architectural Drawing division: Students at work. Float representing a Gothic structure. Drawings showing five orders of architecture. Specimens of detail and design work by students.

Repair division: Boys repairing sills, trunks and locks. Boy on a cabin roof patching; mending broken furniture.

Tuskegee students are accustomed to exhibitions. Every year, during commencement week, one day is given up to the pictorial and dramatic setting forth of the work of the school. This plan of "rhetorical exercise" was devised in the first place for making the country people understand and appreciate the work that the students were doing. It has become a tradition with us now.

The scholastic hippodrome with which we celebrated this year the President's visit, however, was more

circus-like and wonderful than anything that has yet happened here.

Besides that, it was probably the most graphic, thorough-going, he-who-reads-may-read presentation of the work here than has yet been seen—a gigantic living poster, in fact.

No one appreciated the parade more than the President himself. He and the country people, who came here in vast numbers had great fun over it. He laughed and they roared at what they saw.

"Splendid," the President exclaimed several times, when some float more striking than the others appeared in view. "Isn't that great!" and the country people who crowded together in a great black mass opposite him agreed with him.

Those good quaint country people, so black and simple and unashamed. It was the first and the last opportunity the President had during his Southern trip to see the people from the plantations and the small country towns.

Mr. Roosevelt enjoyed these people and he enjoyed the quaint and beautiful Negro hymns that greeted him when he reached the chapel where he delivered his address. There was no question about his enthusiastic approval of all that he saw.

The coming of the President has put a new date in the calendar of Tuskegee. For weeks past we have been dating all future events with reference to the President's coming visit. Now, as we look back upon it, it seems more important in the retrospect than it did in the prospect. It was made more momentous by the fact that Dr. Washington on that day, gave the school a half-holiday.

Even before the President's departure, faint shadowy clouds had begun to gather on the horizon. They climbed steadily toward the zenith all the afternoon. At night it rained and washed all the glory out of the sky, not to speak of the bunting and other decorations.

Things looked wretched, but nothing could dim the memory of that perfect day, October 24, 1905, the day President Roosevelt visited Tuskegee.

Tuskegee, Oct. 25, 1905.

LIVINGSTONE COLLEGE

Written for Alexander's Magazine.

Not many of the institutions of learning for the Negro in the south were started in palaces or with thousands of dollars back of them. Indeed most of them had their genesis in the log cabin and in poverty. Livingstone college, founded by the late Dr. J. C. Price at Salisbury, N. C., is one of the best institutions in the south for the education of the Negro

America's most influential philanthropists. The basic principle upon which the school is now conducted is that of self-help, that is, giving young Colored men and women an opportunity to help themselves to secure an education. Of the \$25,000 required for the support of the college annually nearly \$15,000 is paid by Negroes. The institution receives no support



THE LATE DR. J. C. PRICE, FOUNDER OF LIVINGSTONE COLLEGE AT SALISBURY, N. C.

masses. It is one of the typical schools of the south. It was founded by Negroes and is controlled and supported by Negroes.

This institution was named in honor of David Livingstone, a Scottish philanthropist, and was founded in 1882 and chartered in 1885. Its chief promoter and founder was the eloquent J. C. Price, whose personality attracted to him a great number of

whatever from the state of North Carolina at the present time, although formerly it was encouraged to the extent of \$1800 per annum. The total valuation of the property held by the institution is estimated to be \$135,000, consisting of nine school buildings with equipments, nine dwelling houses for teachers and 60 acres of land. The school employs upward of 25 professors and instructors and over

400 students are in regular attendance. Several encouraging bequests have been made, among them \$2500 for the education of girls by Mr. Silas Potter of Boston, and \$2500 from the estate of the late William E. Dodge of New York to be invested for men. A permanent endowment is needed in order that the school may be enabled to do most efficient work.



BISHOP J. W. HOOD, D. D., LL.D.

Two hundred scholarships at \$65 each is appealed for, and new school buildings for recitation and other purposes, as well as a college chapel, are among the immediate needs of the school.

Rev. James E. Mason, D. D., who is professor of political economy in the institution, and also the financial secretary, represents the higher type of the educated Christian gentleman, well trained for the service which he is now rendering, and enjoys the confidence of some of the ablest men of New England. Rev. Wm. H. Goler, D. D., president of the institution, is a man of wonderful executive ability. He is not only a successful business man, but a fine teacher. There are 13 other teachers in the academic or college department of the institution and

12 in the industrial work. Bishop J. W. Hood and Bishop Alexander Walters have rendered the school great service from time to time.

It is gratifying to us to know that southerners think a great deal of Livingstone College and Industrial School, and have said many encouraging things concerning the institution, as well as a number of members of its faculty. The following quotation is taken from the Salisbury, N. C., Weekly Sun, and is quoted with a view of showing just how the school is regarded by the best newspaper in the immediate community. We have on our desk a number of other splendid testimonials concerning the very useful work being accomplished by Livingstone college and industrial school:



BISHOP ALEXANDER WALTERS,
D. D., LL.D.

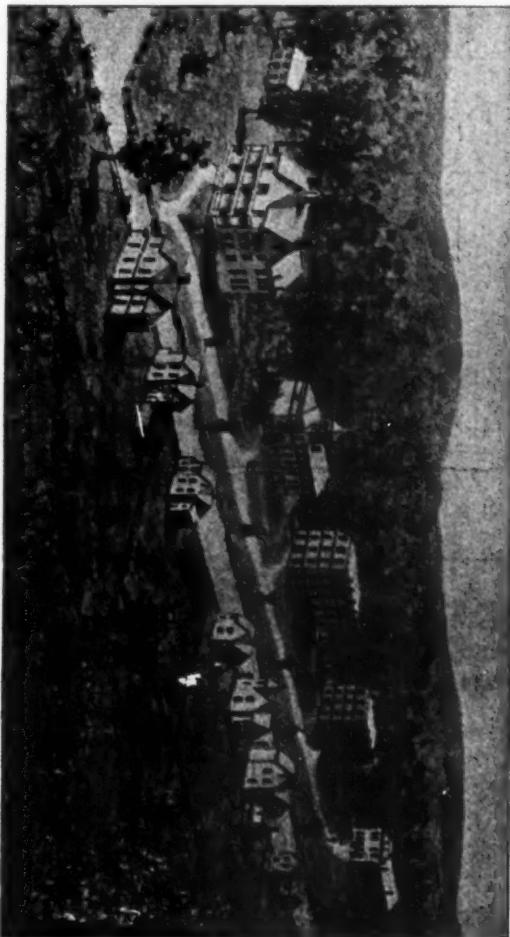
We cannot allow this opportunity to pass to bear testimony to the usefulness of Livingstone college, which is just closing a year of unprecedented success. Dr. Goler and his able faculty have struck the keynote of development. Unostentatiously they have prosecuted their work zealously since the great Price was cut off in his prime, and the result has abundantly vindicated their aims and ideas. Without the resources of Tuskegee, this institution has equipped

for citizenship some of the brainiest and most useful Negroes in the United States. The outward life, the daily deportment of its students bears witness to the nature of Livingstone's purposes. Here the Negro is first impressed with duty in every depart-

question has no place here.

Faculty and students alike are content to work out their own salvation as citizens through the lines originally marked out, and whatever is accomplished is to the credit of the Negro race.

BIRD'S EYE VIEW OF LIVINGSTONE COLLEGE, SALISBURY, N. C.



ment of life. Purity of life and high character is the slogan and the eminent respectability of practically every student proves to what extent it is regarded. Agitation of the race

"May Livingstone college continue to prosper and grow in usefulness."

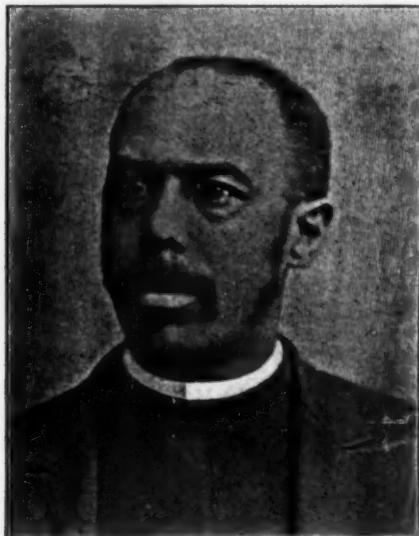
Some of the most substantial and best known men in this section of the country endorse Dr. Mason's noble

work. We are pleased to quote the following from the late Bishop Frederick D. Huntington:

Rt. Rev. Bishop Frederick D. Huntington, D. D., bishop of Central New York, Syracuse, N. Y.: "It is my wish to be known as a friend of the Livingstone institution of learning for the education of the Colored race in the United States, and its accomplished professor and devoted advocate, Dr. Mason. Among Christians who deserve the name and learn of

Christ, there can be no question of the claim of the institution on the interest and sympathy of public spirited men of whatever race, color or denomination."

The following distinguished gentlemen may be referred to by persons interested in this article: Dr. George A. Gordon, Dr. Newell Dwight Hillis, Dr. Theodore L. Cuyler, Dr. David Gregg, Dr. S. R. Calthrop, Dr. D. Stuart Dodge and many others.



DR. W. H. GOLER, PRESIDENT OF LIVINGSTONE COLLEGE.

SOUTHERN LOGIC.

Discussion, as one hears it in the South, sometimes seems a little confused. For instance, the argument social equality, etc., runs as follows: The Negro can never be our social equal because: He is ignorant and immoral and no education can ever raise him to the level of the white man.

The argument against the education of the Colored man, however, is about as follows: We must not educate the Negro because: He will by education become our social equal, perhaps our superior, thereby upsetting an ar-

rangement that has the divine sanction and was preordained from the beginning of the world.

MR. DIXON AND THE "SQUARE DEAL."

Rev. Thomas Dixon's notion of the square deal as far as the Colored man is concerned seems to be something like this: In this game, if you win I kill you. That goes as a matter of course. It is my natural right.



REV. JAMES EDWARD MASON, D. D., PROFESSOR OF SOCIOLOGY
AND POLITICAL ECONOMY, LIVINGSTONE COLLEGE.

Metropolitan Mercantile and Realty Company

By L. C. Collins.

It has been well said that we are living in an industrial age, distinguished by the immense growth and increasing power of great combinations or corporations. New adventures and inventions with which the last century has been prolific have meant increased facilities for the application of man's time, brain and finance. And these new opportunities have accelerated his restless energy. The capacity of individual efforts being inadequate to cope with growing opportunities, partnerships have of

necessity sprung into existence to stimulate progress, to supply the needs and wants of the public and accumulate great fortunes. This, the smallest form of combinations, proficient in their quality but limited in their sphere of operations, paved the way for the industrial king—the corporation—under whose reign, cities, states and countries have been united by inseparable ties of commercial progress. Every month witnesses an increase in the number of corporations and in the volume of business

done by them, which prove3 not only their success but the favor in which they are held and the good they do. For that which is not profitable will not last and that which runs counter to public approval cannot long exist. This continued existence then is presumptive evidence of their proper motives and profitable work, while the increased business expresses stability,

As I look back over the history of the Metropolitan Mercantile and Realty company and ponder particularly over the period of transition from the firm of three, Ball, Atkins and Collins, doing a real estate business under the style of P. Sheridan, Ball & Company, I must confess that it is impossible to point out the fact of greatest weight to which the existence of the company



HON. H. W. BARRETT OF ORANGE, N. J.

inspires confidence and creates a desire to emulate, which in time often culminates into new and similar enterprises.

is due. The lack of proper employment for our young men and women of training, the percent of capital contributed by the Colored people to

the running of business enterprises, whose profits they never participated in, and in many instances where their presence was not treated with respect, and firm conviction that the time was opportune, that the Colored people only awaited some tangible evidence of the possibilities of success of such an enterprise, the knowledge that



HON. J. H. ATKINS.
Treasurer.

there was sufficient idle capital among them to finance hundreds of similar enterprises, and not the least, the confidence of the promoters in their ability to launch and conduct it, were perhaps the salient considerations that brought the company into existence.

The growth and extended operations of the company are current history, told by numbers of weekly and monthly publications from Boston to New Orleans and boasted of by thousands of loyal stockholders and admirers of almost all states under the stars and stripes. But has the company not exceeded in the time of its existence, in the rapidity of its growth and the extensiveness of its operations, the

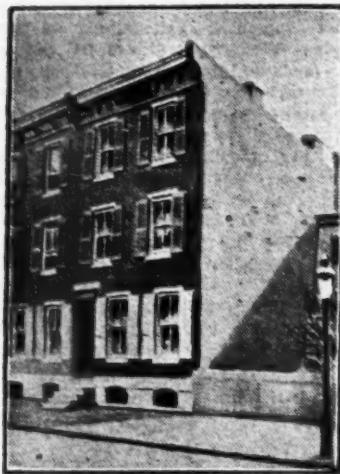
hopes and expectation of its promoters? This is a question that I have been repeatedly asked. The first part of the question though not particularly pregnant with wisdom was prompted, in most instances, by the knowledge of numbers of institutions that have loomed up promisingly on the horizon of industry, only to fall before the onslaughts of a relentless competition and thus to remain intimidatory to future investors. Ferret out the causes of these failures and apply the test to the Metropolitan Mercantile and Realty company, and the result will mean an increase in the confidence of the company. For the failures have not meant as most commonly supposed a failure of the Colored man to recognize or support a bona fide organization. On the other hand he is quick to reject one that is not. But it has meant organization



FINE BUILDING OWNED BY THE COMPANY IN PHILADELPHIA.

without definite and feasable plans, the commencing of business without sufficient capital; without men of experience at its head, often without knowledge of the legal limitations and extent of its rights and duties; a lack of harmony in its directorate and often by men whose desire for honor and profit was treated with more deference than the rights of the stockholders and the confidence of the

public. The promoters at the outset in their prophetic minds, entrusted the future management of the company to generations yet unborn. But the question relative to the extensive-



AN EXAMPLE OF PHILADELPHIA PROPERTY OWNED BY THE CO.

ness of operations and rapidity of growth admits of less candid answer. It is a business experience that the first ideas of adventures are large, and too often do they lose heart before a reasonable time has elapsed, or the attempt to appease these expensive ideas while ignoring the important considerations of means and opportunities. While a foundation was laid in the charter rights and powers of the company for the most gigantic expansion, still the more conservative view, of keeping the progress well in hand has been ever present to guide and to limit. Lay the foundation well has been the banner under which in the past the company has worked. To be true to the dictates of conservative finance describes its method of operating.

The investments in the last 12 months, though large when looked at in the light of the present strength of the company will show how true to this rule the company has been. A large Masonic hall in Savannah, Ga.,

built at a cost of over \$12,000; an apartment flat in Orange, New Jersey, costing \$13,000; eight residences in Plainfield, N. J., costing \$16,000; the purchase of 150 lots in Plainfield to be improved by the company; 16 acres of land in Sag Harbor, Long Island, New York, with an oceanfrontage, and the erecting of numbers of homes and lifting of mortgages in different states; the opening of a bank in Savannah, Ga., though concededly a large year's work has been necessary in order to keep the funds of the company invested. This more plainly appears when it is considered that in the same length of time there has been sold stock to the value of over \$100,000, and over \$10,000 in ten year bonds and much money released by the maturing of mortgages. These acquired assets will explain the advance in the price of stock from five dollars a share to ten dollars. Reference to R. G. Dun & Co., 290 Broadway, New York, who know all about the business of everybody who has a business worth knowing anything about, is the company's verification of these figures.

Picture for a moment one of our great railroads with its board of directors controlling its various branches and lines that traverse the mountains laden with coal, iron, steel and other minerals; the fertile fields and valleys with their grain, fruit and vegetables; the forest with its timber land, the pastures with their stock, and rivers and streams with their fisheries. Notice the president with his assistants, executing the will of the board of directors, the traveling agents with a general oversight of the field work, district superintendents and managers with their assistants, agents receiving the grain, stock and minerals, passenger and freight agents making contracts with the people. This gives an analogy of the Metropolitan system. There is the insurance branch, the Metropolitan Mutual Benefit association, over 150,000 strong, operating in 18 states, having 33 offices, 374 managers, clerks, stenographers, 1166 agents, etc. This branch is under the direct management and supervision of Mr. H. W.

Barrett, who with his assistants receive the reports from all the different states. The mercantile department is under the supervision of Mr. G. W. Wright, the first vice-president of the company, a man of keen foresight, who represents most particularly the conservative element of the company—distinguished by his ever present warning, "take care of the pennies." The real estate or principal branch of the company, the architectural feature of which is in charge of Mr. E. R. Williams, the well known architect of New York; the banking feature under the management of Mr. J. W. Armstrong, a man of recognized ability, unswerving loyalty, a shrewd financier and a firm believer in the future of the Negro through the medium of material worth. All of these departments are under the management of a board of nine directors elected annually by the stockholders of the company.

Mr. Ball, the president of the entire Metropolitan system, is a man of business both from training and experience. Opportunities decide the career of some men. Inclination and adaptability that of others. Mr. Ball decided to be a business man, took a business course of training and at the age of 20 found himself the only Colored partner of a white manufacturing company. Mr. Atkins, the sagacious treasurer of the companies, is not only fitted by training and experience for the position, but because of his great executive ability, is of invaluable service to the company in being acquainted with every detail of the work and able to fill any position in the absence of any of the officers. Space does not allow mentioning the other directors and the great array of state, district and city superintendents, nor the numerous agents and employees, further than to say that the company has been fortunate in getting some of the brightest young men and women of the race in its employment. And while the company feels proud of them it feels that it is doing much for the uplift of the race in providing this avenue of employment. And it sincerely believes that each day sees new hopes in the future of the Negro; in-

creased aspirations for the higher things in life, a better appreciation of his own abilities and powers, a more ardent desire for unity, co-operation, advancement—results, as he becomes more keenly sensitive to his dependent state, and learns to covet the positions made possible by his hard earned dollars; as he learns to place the proper value upon a dollar and its productive power when invested.

The Metropolitan Mercantile & Realty Co. becomes daily more capable of holding its place among the high class institutions of the country.

HON. H. W. BARRETT

General Manager of the Metropolitan Mutual Benefit Association.

That the Negro is slowly but surely forging ahead in the business world, is shown by the steady progress made by the Metropolitan Mercantile and Realty Company, a Negro organization having a banking department, real estate department, mercantile department and an insurance department. The insurance department is operating in eighteen states. The general manager, H. W. Barrett, is an example of business aggressiveness in connection with his business, commissioner of deeds, notary public, well known politically and in his home town of Orange, is a member of the council, also a member of the Republican County Committee. His aggressiveness along business lines speaks well for the Negro as a coming factor in the business world.

*THE COMPROMISES OF LIFE.

However much one may differ from the breezy combatant colonel, one cannot but welcome a reproduction of almost any of his utterances; and this book is no exception to the rule. The lecture from which it takes its title was delivered as long ago as 1894, but, even in these rapidly changing days, it is as fresh as ever, and suggests many interesting questions of the

*And other lectures and addresses, by Henry Watterson, New York, Fox Duffield & Co.

present day. The colonel's view of the subject may be gathered from one of his opening sentences: "If each man and each woman on our planet took the law into their hands, and stood for their individual, inalienable, abstract rights, resolved to have their will, or die, the result might vindicate the everlasting verities, but it would ultimately leave mankind and womankind in the position of the two Kilkenny cats! And then he goes on to illustrate his view in a lightsome and most refreshing sequence of anecdotes, and becomes thoroughly in earnest when he has to speak of "Clay's compromise tariff act," and of that statesman's riding, as Webster said of him, so "d—d rough!" in spite of his having "the genius of compromise."

The speaker in this, as in other addresses of the collection, turns easily from gay to grave, and reaches very pure air indeed in his splendid tribute to Abraham Lincoln, which was delivered (in the year following that of "The Compromise of Life") at the Lincoln Union, in the Auditorium at Chicago. We refrain from any lengthy quotation, but cannot resist

giving one of the closing sentences of this most enthusiastic eulogy, coming as it does from one who differs so radically from Lincoln in his views on very vital subjects as does this hard-hitting journalist of a border state, "That, during four years, carrying with them such a weight of responsibility as the world never witnessed before, he filled the vast space allotted him in the eyes and actions of mankind, is to say that he was inspired of God, for nowhere else could he have acquired the wisdom and the virtue."

These two addresses to which we have referred are in themselves sufficient "reason for being" of the collection before us, and many of the other lectures and speeches are well worth reading, let alone the appendix, which reproduces the onslaught which the colonel made, some two or three years ago, on that grievous fiction, invented by the prince of snobs, the late lamented Ward McAllister—the "Four Hundred" of Manhattan island, who seem to ape in a somewhat abject way all the worst form of the "Smart Set," started by the late Prince of Wales on the other side of the water.

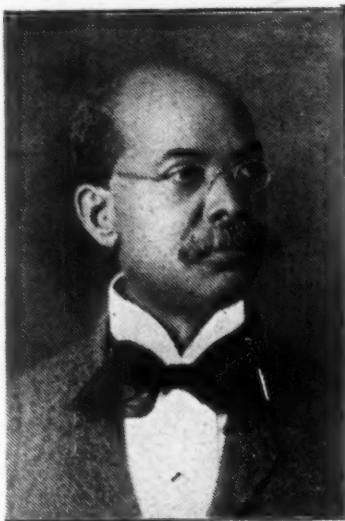
The President's Reception At New Orleans.

By Col. James Lewis.

President Theodore Roosevelt's recent tour through the southern states which was concluded at New Orleans, La., was a veritable triumphant march. The enthusiastic and patriotic acclaim with which he was greeted—the genuine, hearty friendliness manifested on every hand, and the magnificent ovations accorded him by the tremendous crowds in every city, told eloquently of the high esteem in which he is held by the people of his country. Perhaps at no point did the wild enthusiasm rise to a higher margin than at New Orleans, where

the hospitality extended him on the part of all classes was incomparable; indeed his tour ended here in a blaze of glory. We are delighted to note that the Colored citizens of that great metropolis played a conspicuous part in the president's entertainment. The Iroquois club, composed of the social and literary organizations of the Crescent City and occupying a fine three-story building on the corner of Canal and Liberty streets, was the mecca of many of the Colored visitors from various parts of Louisiana, Mississippi and Texas. For four

squares in the vicinity of the club house, thousands of Colored people filled every available space. In front of the club house there was a platform reserved for the officers of the club, committee and the ladies. Just below, on the sidewalk and street, stood the special committee on recep-



HON. J. MADISON VANCE.

tion, with little Marie Louise Moss, the public school pupil, who was to hand to President Roosevelt the scroll containing an address on behalf of the Colored people of this city.

The club gallery, the front of the building and the platform were profusely decorated with flags, banners, emblems, patriotic mottoes and inscriptions. Along the balcony railings and along the edges of the platform there were disposed at intervals stalks of sugar cane, sheaves of rice, bolls of cotton and pendants of moss.

The pupils of the Colored public schools were massed on the edge of the neutral ground on Canal street, between Liberty and Howard streets, and the veterans of the Grand Army of the Republic, and the veterans of the Spanish-American war—the latter

represented by a large delegation of the Ninth Immune regiment—were lined on the sidewalk from Howard to Claiborne streets.

When the president's carriage reached the platform, he arose from his seat and ordered the driver to stop. Then the little girl with the address was introduced to the president by Walter L. Cohen, chairman of the committee, and by Colonel James Lewis.

In a clear, distinct voice, which, however, could not be heard far, on account of the tumult from the populace, little Marie Moss said:

"Mr. President—On behalf of the Colored citizens of New Orleans I have the honor to present to you this address." The president looked well pleased. He glanced at the serried mass of people on the street, and looked up at the array of eager and pleased faces on the platform and balcony, and replied:

"I want to thank the Colored citizens of the city of New Orleans for this address, and to say it is peculiarly pleasing to me to have it presented by one of the school children; and I congratulate not only the Colored people of the whole city of New Orleans, but the people of the state, for what you are doing and for what the state is doing in the cause of education. With all good will and good wishes, and good luck to you, adieu."

The president then drove on, continued his triumphal march.

The Iroquois club in front of whose gallery the president addressed the Colored people, has the following officers: President, Walter L. Cohen; vice-presidents, A. Dejoie, Hazel Townsend, Howard Guidry; secretary, Ed Barnes; treasurer, Rev. A. P. Williams.

Directors: The officers as above and J. Madison Vance, Dr. J. T. Newman, H. D. Woods, J. C. S. Davis, George Guidry, J. J. Weinstein, Albert Richard, E. S. Miller and E. J. Demouille. The committee which prepared the program and the address to the president was composed of Madison Vance, chairman; Rev. S. A. Channell, Rev. S. W. Green, Dr. J. A. Roudanez, Dr. J. T. Newman, Ed Barnes, Rev.



COL. JAMES LEWIS, NEW ORLEANS, LA.

A. Lawless. Chairmen of committees were as follows: Ways and means, Joseph Ray; platform, E. LeBlanc; badges, Rev. J. M. Washington; printing, L. J. Joubert; decorations, Taylor McKeathen; school children, Prof. A. P. Williams; Ninth Immunes,

Lieutenant E. H. Philips; music, Prof. W. J. Nickerson; executive sub-committee, Colonel Lewis.

The address which was presented to the president was engrossed on parchment, and was signed by Walter L. Cohen, chairman of the general committee; F. B. Smith, secretary;

J. Madison Vance, chairman, and the committee, and was as follows:

Theodore Roosevelt, President of the United States: The Colored citizens of New Orleans join with all other citizens of our old historic city in bidding you a hearty welcome in our midst, and acclaim with joy your entrance into the portals of the metropolis of the south. We welcome you because you deserve the cordial welcome of all the people, by reason of your lofty patriotism, your profound interest in their common welfare, and your adroitness in meeting the honest and just demands of their varied public interests.

Your visit at this time, when we are just recovering from the effects of a pestilence which threatened to enshroud us in gloom, is another beautiful manifestation of the splendid physical and moral courage characteristic of your public and private service. It is altogether meet that we should greet you here, for the memories of the past, the problems of the present, and the prospects of the future bind together our common destinies and, through your strong personality, foster a love for country which is an inspiration and a hope.

Your coming is a harbinger of peace and good will. We hail you as the apostle of a "square deal." Under the inspiration of your just and impartial valuation of the worth of a true and loyal citizen to the community, sectional lines will grow more and more indistinct, and the incessant cry of intolerance which breeds color prejudice will cease to be a bar to the advancement of the worthy when the individual rises above his fellows and, by conduct and precept, maintains the standard and ideals which you so eminently personify.

We, as a portion of this country's citizenry who have helped to kindle and keep aglow the fires of patriotism, take laudable pride in recalling the commendable acts of heroism of the members of our race in every war upon our native or foreign soil, wherein the status of our great country was in question, even from Lexington Commons to San Juan Hill, where you so successfully wielded your sword for the defence and liberty of

an oppressed and helpless people. We honor you because of your avowed recognition and public acknowledgement of the valor, tireless energy, and skill of the Afro-American as a soldier, his capability and honesty as a public official, his success as an educator, his loyalty as an American, his fidelity as a citizen and his energy and efficiency as a toiler and husbandman in the common pursuits of life. Always on the side of the weak and oppressed, you have been found ever ready with wise counsel and sympathetic support to bring sunshine into their lives.

Our nation has upon its roll of honor many an illustrious name, soldier and civilian, but

THE EXPERIENCES OF OUR RACE bring close to our hearts in lasting endearment the ever-inspiring story of the beloved Lincoln and the masterful statesmanship of our living ideal, Theodore Roosevelt. We blend our admiration of your stalwart qualities in a happy spontaneity of enthusiasm for your robust Americanism and world-wide fame. The Americanism exemplified by your spotless career and stated in your own classic words, "Each shall receive his dues, each shall be given a chance to show the stuff that is in him, each shall be secured against the wrong, and in turn be prevented from wronging others. More than this no man is entitled to, and no less than this shall he have," is the ideal Americanism for us.

We are proud of our achievements in the field of industry, in the pulpit, in the professions, as educators and in the trades and marts of business life. We are earnestly striving for a higher order of citizenship and the stimulus which comes from your potent individuality and just and wise administration adds zest to our efforts and confidence for our task. In this beautiful, productive southland, our home, we expect to stay. Every conceivable interest of ours is the interest of our white neighbor. Conditions may separate, but the earnest hope for the prosperity and future greatness of the south and of the whole country makes us one.

Mr. President, the nation needs you. Within and beyond its confines you stand a world character, "One of the jewels of history, a diamond of the gravel heap." We believe that any just and correct estimate of your life, character and service to the nation and humanity will place you not only in the rank of the foremost Americans, but also upon the scroll of fame of all ages and climes. It is of great honor to the Colored citizens of New Orleans to greet you.

We again bid you welcome.
Marie Louise Moss, who had the

honor of having been chosen among several thousand pupils to present the written address to President Roosevelt is the daughter of E. O. Moss. She is a pupil of Robertson school, and is in grade third A. Little Marie is only nine years of age, but very intelligent. Her teacher, Miss Yorenda White, says she is her best scholar. Carmen Moret, 8 years old, a pupil of Robertson school, was introduced to the president by Prof. Albert Wicker, principal of the school, and she presented a bouquet of white roses to Mr. Roosevelt.



THE LATE W. H. BALDWIN, JR.

Alexander's Magazine

**CHARLES ALEXANDER
EDITOR & PUBLISHER**

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UNDER THE ACT OF CONGRESS
OF MARCH 3, 1879.

PIPE SMOKING.

We are told that a man who smokes a pipe in moderation has found a way of keeping out of mischief. The cleaning of his pipe takes up much of his time, but a man will expend infinite labor upon a pipe to which he is attached. He can sit by the fire in the evening and read the newspaper as he smokes, or, if the weather be warm, he may take his chair out of doors and puff, thus warding off the mosquitoes. The pipe is a shield against worry and discontent. It would be possible to enlarge indefinitely upon so pleasant a theme, but that would be a work of supererogation. Those who enjoy a pipe know all about it, while those who do not would have words wasted upon them.

PRESIDENT ROOSEVELT AT TUSKEGEE.

The President of the United States visited the Tuskegee Institute of which Dr. Booker T. Washington is principal on the 24th of last month. Surely all who are interested in the great work being carried on at this seat of special learning must feel a very special pride in such an event. The work being done at the institute proved a revelation to the President

as it does to every one who visits the wonderful plant for the first time; and the marvelous exhibition made by the students was as fascinating and interesting as it was real. We publish an account of the President's visit written especially for Alexander's Magazine by an eye witness.

HAPPINESS OFTEN DEPENDS ON THE VIEW POINT.

Your life may be filled with disappointments or with successes merely by the choice of a point of view, and the attitude you assume toward life and the objects of life. The pessimistic point of view leads from disappointment to disappointment, while the optimistic point of view leads to a succession of successes. As a man thinks so will he act, and after all the fellow who acts well will find plenty of people who will encourage and help him to do so. There are always different points of view in men and different attitudes toward every problem of life. The different points of view are always in competition, and, other things being equal, winning or losing in the game of life is a question of attitude. The attitude that is directed by appreciation, gratitude, hope, cheerfulness, trust or any of the attributes of forethought will always win as against the attitude that is seriously handicapped by any shadow of fore thought. The pessimistic and optimistic points of view are the means by which the concordant and discordant notes in life are sounded. Are you a pessimist or an optimist?

WILLIAM HENRY BALDWIN.

The late William H. Baldwin, Jr., who, during his lifetime was "always for the fellow who was down," devoted much time and thought to the upbuilding of the Tuskegee Normal and Industrial institute, as well as other educational enterprises in the south, and it is fitting therefore, that the friends of Tuskegee should erect a memorial on the school campus that will do him full credit and honor. It is announced that the memorial fund has now reached a total of about

\$148,000, and those having it in charge are anxious to obtain about \$5000 more before Jan. 1, when the fund will be closed. The plan is to cover all expenses, and to hand over \$150,000 net to the Tuskegee institute. The amount already in hand includes 600 individual subscriptions, and checks may be sent to Jacob Schiff, treasurer, 54 William street, New York City. The students, faculty and graduates of Tuskegee have raised \$800, and a check for \$25 recently came from John W. Robinson, a graduate of the school, who is now in West Africa, raising American cotton under the auspices of the German government.

Mr. Baldwin died Jan. 3, 1905, at Locust Valley, L. I., after an illness of several months.

William H. Baldwin, Jr., was a fine specimen of the successful young American. Massachusetts, and Boston in particular, was proud of him as a representative son. His father, who is well known as a philanthropist and liberal Christian gentleman and as president of the Boston Young Men's Christian Union, is one of the most highly honored and esteemed of Boston's citizens.

MR. VILLARD ON THE SERVANT QUESTION.

We have published in this issue of Alexander's Magazine the entire address from the original MSS. of Mr. Oswald Garrison Villard, delivered before the sixth annual convention of the National Negro Business league in New York City two months ago. We render this service to our readers because we feel that some of the adverse criticism heaped upon Mr. Villard has been unjust and unreliable. There can be no doubt that the tendency on the part of the servant, both among blacks and whites in all parts of our country, is to reap the maximum of reward for the minimum of service. In other words, the working man wants all the money he can possibly get for the least possible service he can render

to his employer. This is not only true in Alabama and Mississippi, but it is true throughout New England. We have noticed the Irish, Hungarian, Armenian and Swedes, who do the common labor of our cities and we have witnessed the same characteristic as those referred to in Mr. Villard's address; watching the clock on the part of the average workman is a very common practice. Shirking, idling away moments for which he is compensated is as common among white people as among black people.

We do not believe that infidelity and faithlessness is any more prevalent among black servants than among white servants, but we admit they are too prevalent among both classes. The tendency to avoid labor on the part of a certain element of southern Negroes is quite naturally generated by observation and contact with white people.

The Negro in the south notices every day that the white men of whatever class do not render any service whatever to the community. The well-to-do spend their time in idleness and sport and social intercourse. The poverty stricken spend their time in loafing. These examples have an influence upon the Negro and he feels more like copying after a shiftless white man than after a thrifty white man. Still, we are not trying to excuse shiftless Negroes or those who are indifferent to the welfare of their own being; at the same time, we are convinced that the conditions of which Mr. Villard complains, are as prevalent among white people as among black people and present a real danger to the south.

As to the stealing habit we have had some observation among the servant class in the southern states, and we appreciate that what Mr. Villard states is true in regard to southern black cooks carrying from their places of service, baskets full of food left over from the day for the support of their husbands and children. This habit would not long continue were these servants paid a wage commensurate with the service rendered, but many of them work for \$3 and \$4 per month, less money than a very hum-

ble man would have to pay for a side room in New York City or Boston in a week. We think that this explains to some extent, the necessity of "toting" away the cold food to their log cabins.

CO-OPERATION WILL SOLVE
MANY PROBLEMS.

In the purely animal condition the struggle for life has full sway, and the weakest does not fail to go to the wall and to be effectually crushed out. From this condition we are moving upwards towards a human life in which reason shall prevail; in which we shall recognize the brotherhood of man, and competition and anarchy be replaced by rational organization and co-operation. We have now reached a stage where the sense of a common good is still but weak, and the control of the individual by the whole, which is necessary for its realization, prevails only in a few departments of social life. By our laws we guarantee to the few a share in the material inheritance of the nation, which has been slowly gained for us through the ages by social co-operation, whilst the mass of the people are obliged to obtain leave from these favored few to work that they may earn a more or less precarious and insufficient livelihood. If any of them have been allowed access to the spiritual inheritance of the race—to the stores of knowledge painfully acquired in the course of centuries—they have a great advantage in the struggle. Of such are the professional and trading classes and the skilled workers. Below them lie the completely disinherited, condemned to strive for the crumbs which fall from the tables of the classes above them, and even these they can only get by long hours of monotonous and exhausting toil. The misery and suffering endured by this class, and especially by the women, is indeed simply appalling. Did not use and want, and the feeling of the powerlessness of the individual to alter the working of the great economic machine, in which each of us is a mere wheel or cog of a wheel, make us despair, it would be impossible for

such of us as have any knowledge of the facts and any human feeling to endure these things longer. As it is, the thought that many of the necessities and comforts of our life are bought at the expense of the very heart's blood of our fellow creatures embitters our existence and poisons all our joy.

It is not possible for the most callous wholly to ignore the solidarity of mankind, and the very growth in sensibility and refinement of feeling which is the highest gift of civilization renders us more susceptible to the sufferings of others and more capable of sympathy with their wretchedness and woe. This sympathy, indeed, is ever extending and deepening in intensity, yet it is at present but slightly developed, and its action is for the most part occasional, spasmodic and not seldom irrational. We erect vast hospitals and spend large sums of money yearly for their support. In these the poorest may have good nursing and the best treatment which medical science can furnish. The most wretched victim of society, if knocked down or stricken by illness, can be taken to one of these hospitals and be treated as a human being and skilfully nursed. Should he recover, however, he is again thrust forth into the abyss of destitution to continue his desperate struggle, and society troubles itself no further about him till he once more becomes ill or commits some crime.

Surely, this is irrational! Let us have, we are tempted to exclaim, either the pitiless struggle of the animal world—which, just because it is pitiless and thoroughgoing, leads to the survival of young, vigorous and therefore happy life—or such an organization of society that the struggle of man against man may be replaced by co-operation of the weaker by loving care, aided by the rational use of those means which would prevent disease and destitution.

METROPOLITAN MERCANTILE &
REALTY CO.

One of the largest and most successful mercantile and realty companies, controlled by Colored men in

the United States is located at 150 Nassau street, New York City. The company is capitalized at \$500,000. Mr. P. Sheridan Ball, president, is a resident of New Jersey and the originator and promoter of the idea. This company is incorporated under the state laws of New York and up to the present time, has kept faith with every person who has taken stock in it. The officers are: William G. Rice, first vice-president, New Jersey; Charles B. Coles, second vice-president, New York City; Lewellyn C. Collins, New York City; R. Williams, assistant secretary, Brooklyn, N. Y.; John H. Atkins, treasurer, Brooklyn. Rev. Wm. A. Credit, D. D., Philadelphia, Pa.; Rev. M. W. Gilbert, D. D., New York City, and Rev. W. H. Brooks, D. D., New York City, comprise the advisory board of the organization.

The work of the Metropolitan Mercantile and Realty company is little less than marvelous. It started on a very limited capital six years ago in the city of New York. As is stated in its prospectus, it was organized to complete the work of Negro Emancipation, which Abraham Lincoln began more than 40 years ago. This company has been able to bring together men and women of all classes and the co-operation which the management has secured is remarkable.

The company started business with a capital stock of \$100,000. This stock found ready market almost everywhere and in a very short while the entire issue was exhausted. To meet the extra demand the board of directors asked the stockholders to authorize the increase of capital stock from \$100,000 to \$500,000 which was done in 1903 and since that time another \$100,000 worth has been added and still the demand for stock increases.

The first buyers of stock in the company paid just \$5 per share, but today, the stock is selling at \$10 per share. Those who took stock in the company when it was first organized, are receiving today 100 percent interest on their investment.

This company has four distinct departments: Real estate, mercantile,

beneficial and banking. The object of the real estate department is to aid stockholders of the company in securing homes for Colored people in decent localities in and about New York City, as well as in other cities throughout the country. Nearly 50 houses have been built by the company for individual stockholders. Fully \$10,000 was spent on the Masonic Temple in Savannah, Georgia, which contains several stores on the ground floor, a magnificent theatre on the second floor and a beautiful lodge room on the third floor. This building is conceded to be one of the finest in Savannah. At Orange, N. J., the company is erecting a beautiful modern improved apartment house, which is nearly completed at this writing. At Plainfield it has purchased 150 lots in the center of the city, where it already owns ten houses and in a few months expect to erect several cottages of eight or ten rooms each. This company has also acquired the entire Johnson estate at Sag Harbor, L. I., which contains 16 acres of land and is situated in a very desirable part of the town. In a very short while, a first-class hotel and nearly 100 cottages will be built on this site and the Colored people will have an ideal summer resort for the coming year.

We are showing herewith a number of illustrations of the sort of houses built and controlled by the company.

The mercantile department controls a number of stores in various parts of the country, some of them wholesale, others retail. It expects, at an early date, to erect 10-story building with stores and offices, built with sufficient accommodation for houses in all of the departments.

The beneficial department is under the management of Mr. W. H. Barrett at 36 Clinton street, Newark, N. J., while the southern headquarters is at 420 1-2 King street, Charleston, S. C. This department has a membership of 60,000 annual members, which is the result of two years' labor on the part of the company. The object of this department is to care for its members while sick and bury them at

death. It has paid out thousands of dollars sick benefits during the past year.

The bank department, established to meet the demands made upon the company by its members in the southern states. The bank has been established at Savannah, Ga., with Mr. J. W. Armstrong as cashier. It is well conducted and on a profitable basis. The editor of this magazine has visited the offices of the company and is pleased to give the story of Mr. L. C. Collins a place in this number.

TUSKEGEE'S PROGRESS AS TOLD BY DR. BOOKER T. WASHINGTON.

We have just received a copy of the 24th annual report of the principal of the Tuskegee Normal and Industrial Institute for the year ending May 30, 1905. In this illuminating and informing report, the principal, Dr. Booker T. Washington, adhering to his usual course, sets forth definite examples to illustrate his vital points rather than present abstract statements of what is being accomplished by graduates of the institution from time to time. Dr. Washington calls attention to the fact that the Tuskegee institute is not only a school, but a distinctive Negro community, composed of over 2000 souls and these people are industrious, intelligent and live within the rules of the strictest moral code approaching perfection as nearly as any community of the size in the south at the present time.

During the past year, 1504 students were enrolled. Of this number, 1000 were young men and 504 were young women, but in addition to this number, 194 children attended the training school on the campus and 56 attended the night school at Greenwood and Tuskegee. The current expenses of the institution for the past year amounted to \$192,152.63; the amount received during the year was \$213,155.04, but a part of this sum was paid on the deficit of last year which amounted to \$42,381.72.

The plant of the institution consists of 2300 acres of land, 83 buildings and is valued at \$831,895.32. This, of

course, does not include the 22,500 acres remaining of the 25,000 acres given the institution by the United States government and valued at \$135,000, nor does it include the endowment fund which at the present time amounts to \$1,049,614. Dr. Washington appears to take special pride in referring to the gift of Mrs. Mary E. Shaw of New York, a Colored woman, amounting to \$38,000. Referring to this, he says that this is perhaps one of the largest single gifts ever made by a Colored person to the institution for the education of Colored people.

There are upwards of 37 industries taught at Tuskegee, all of the normal branches. The school makes no pretence of being a college or university, although its graduates pass state board examinations in all parts of the country and are actively engaged in teaching. An interesting statement of some of the tangible results of the co-operation of the industrial department at the institution are given below.

There was cultivated during the year, mainly by student labor, 900 acres of land. The sweet potato crop alone amounted to 6500 bushels. The dairy herd, which has been cared for by students, contains 171 milch cows; 16,332 pounds of butter have been made during the year. In the machinery division 124 students have received instruction: One new 7 horse power engine has been built for school use; six steam engines have been repaired, and 163 iron bedsteads have been built. One 150 kilowatt dynamo has been installed. In the tailor shop 250 full suits have been made and 563 pairs of overalls, besides a large number of repair jobs have been done. During the year 1412 articles have been made in the millinery division, 1309 in the dressmaking division, 2505 in the plain sewing division, 5118 in the mattress-making division, 1367 in the broommaking and basketry divisions, 498,076 pieces have been laundered during the year. In the harness shop 36 sets of new harness have been made in addition to repair work done on all harness belonging to the school and for outside parties. In the electrical division the interior wiring

of the Academic building, Emery dormitory No. 2, and three cottages have been done by students, besides extending the electric light system on the outside of the buildings. In the brick-masonry division work has been done in the form of bricklaying, lathing, plastering, whitewashing, and repair work; 543,000 bricks have been laid, 224,800 laths have been put on, and 9018 square yards of plastering have been done. The value of this work is \$15,039. In the brickyard 970,000 bricks have been manufactured; in this department we have been compelled to employ, owing to the pressure of work, several outside men, but the main body of the work has been done by students.

Among the recommendations made by Dr. Washington in this report are the following:

"The end of our next school year will bring us to the completion of 25 years of the existence of the Tuskegee institute, and I strongly recommend that the trustees at once take measures to see that the occasion is celebrated in a befitting manner; that is, in a way that shall prove useful to the whole south. About a year ago, Mr. William H. Baldwin, Jr., of our board of trustees, wrote me as follows on this subject: 'You can certainly count on me to give my vote in favor of such a celebration as you suggest.'

I would recommend that the celebration be made the occasion for showing the progress of the race in the following directions:

1. To display the history, including the growth of Hampton, the present status, and the distinctive aims and services of the Tuskegee institute.

2. To display the work of our graduates, and the history, and the present condition of the schools that are outgrowths of Tuskegee.

3. To exhibit the scope, and the efficiency of Tuskegee extension work.

4. To celebrate a revival of plantation melodies.

5. To exhibit the history, progress and present condition of the American Negro.

6. To bring eminent men, white and black, from the south and the

north, to represent under such auspices and to voice on the same platform, the points of view and maturing convictions of their sections and their people upon Negro education and training.

7. I would further recommend that this celebration be made the occasion for a substantial increase in our endowment fund.

It would seem that some time during March or April would be a suitable season.

You Will Not Be Sorry.

For being courteous to all.
For doing good to all men.
For speaking evil of no one.
For hearing before judging.
For holding an angry tongue.
For thinking before speaking.
For being kind to the distressed.
For asking pardons for all wrongs.
For being patient towards everybody.

For stopping the ears of the tale-bearer.

For disbelieving most of the ill-reports.

—Selected.

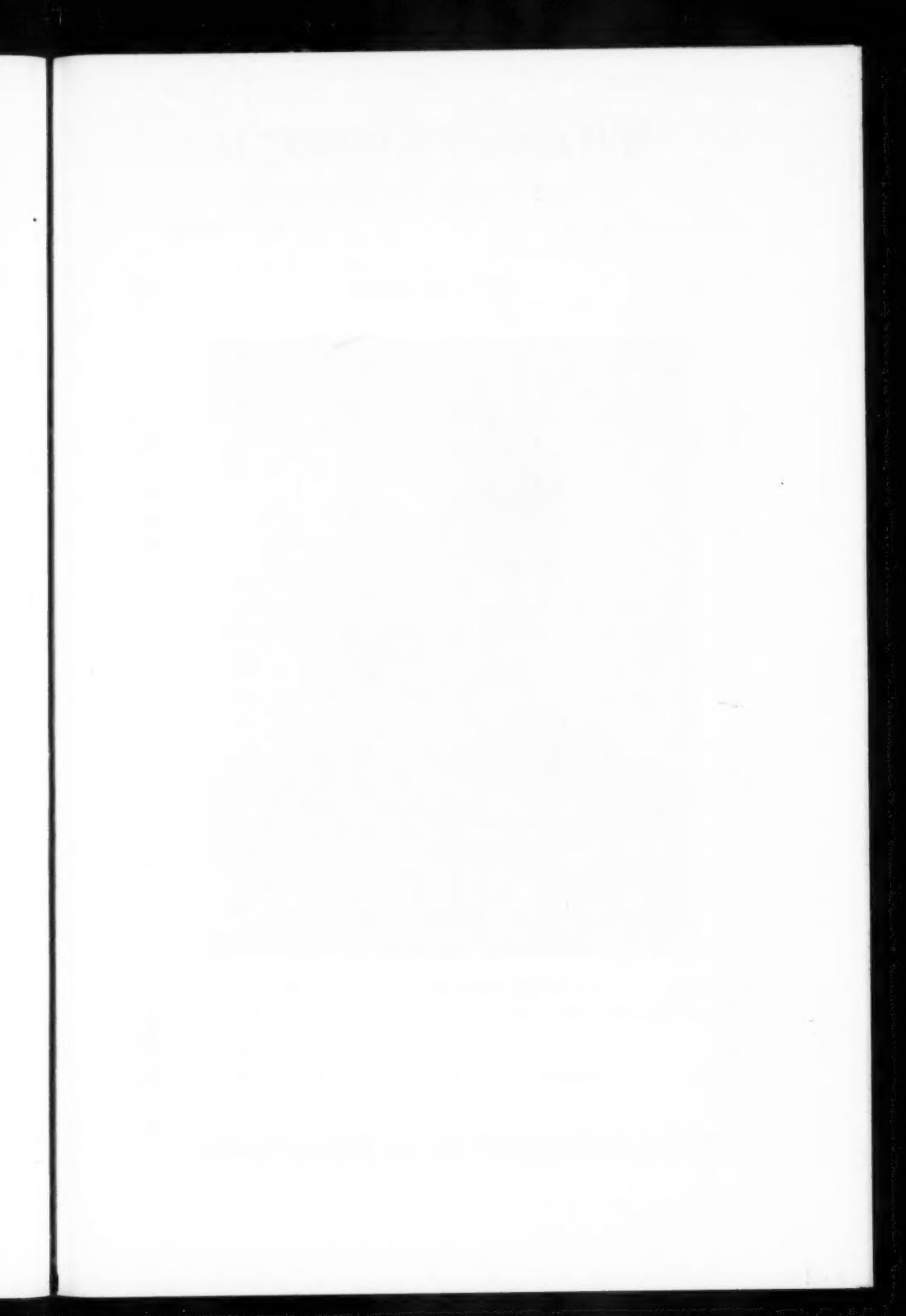
THERE ARE OTHERS.

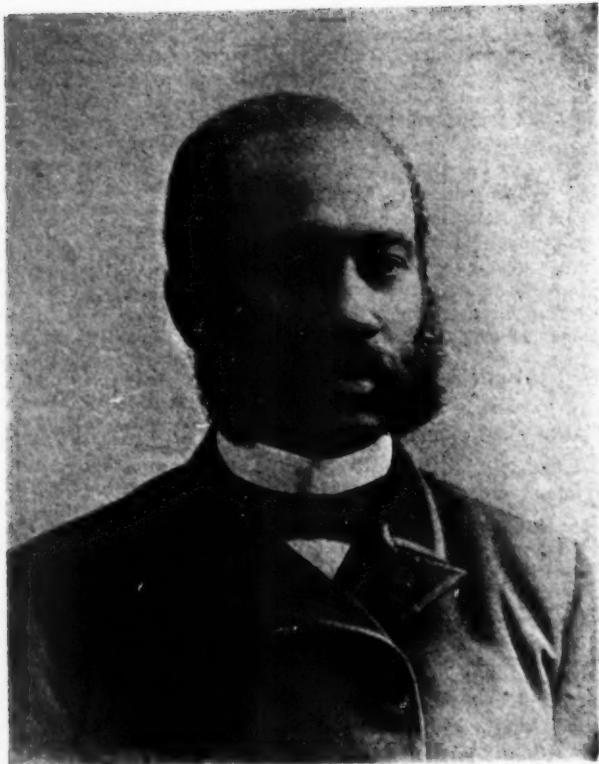
By Frank Beard.

In the world where we live there are many dark days,
And trouble and grief you may see;
But to sink in despair you will find never pays,
Whatever your troubles may be.
There comes tribulation that all must endure,
Things happen which makes us feel blue;
Although it's no cure,
You may always be sure
That somebody is worse off than you.

Then hide your own sorrow, and wear a brave face,
Bring sympathy to the distressed;
Offer some comfort, and with your best grace
Give greeting to all the distressed.
Sad hearts will revive, with the greetings so heard,
Your own heart will feel lighter too,
If your feelings are stirred
To say a kind word

To some one who is worse off than you.
You may want to go somewhere away from mankind
Because of some grief of your own;
But wherever you go it is certain you'll find
Small comfort in being alone.
Whatever your trouble, don't let it appear
Meet your friends, and act cheerfully too;
You'll have a joy, never fear,
In bringing good cheer
To some one who is worse off than you.





REV. JAMES EDWARD MASON, D. D.
(See Article on Page 13.)